

**Table D**  
**2007 Utah Market Share Report**  
**INDIVIDUAL A & H TYPE POLICIES**  
**(Non-Cancellable, Guaranteed Renewable, Non-Renewable,**  
**Other Accident Only, All Other Policies)**

| <b>Rank</b>   | <b>Company Name</b>                  | <b>Percent<br/>of Market</b> | <b>Direct<br/>Premiums<br/>Earned</b> |
|---|--------------------------------------|------------------------------|---------------------------------------|
| 1   | SelectHealth, Inc.                   | 27.13%                       | \$109,950,577                         |
| 2   | Regence BCBS of UT                   | 21.87%                       | \$88,616,685                          |
| 3   | Unicare Life & Health Ins Co         | 9.37%                        | \$37,986,966                          |
| 4   | American Family Life Assur Co of Col | 6.56%                        | \$26,590,231                          |
| 5   | Regence Life & Health Ins Co         | 3.72%                        | \$15,076,454                          |
| 6   | United American Ins Co               | 3.12%                        | \$12,629,937                          |
| 7   | Altius Health Plans Inc              | 2.42%                        | \$9,792,208                           |
| 8   | Genworth Life Ins Co                 | 1.49%                        | \$6,017,272                           |
| 9   | Humana Ins Co                        | 1.30%                        | \$5,278,599                           |
| 10  | Equitable Life & Cas Ins Co          | 1.30%                        | \$5,267,104                           |
| 11  | Bankers Life & Cas Co                | 1.25%                        | \$5,063,770                           |
| 12  | Northwestern Mut Life Ins Co         | 1.24%                        | \$5,040,734                           |
| 13  | Colonial Life & Accident Ins Co      | 1.03%                        | \$4,184,645                           |
| 14  | Mutual Of Omaha Ins Co               | 0.99%                        | \$4,000,578                           |
| 15  | Ace Amer Ins Co                      | 0.92%                        | \$3,734,745                           |
| 16  | Bankers Fidelity Life Ins Co         | 0.85%                        | \$3,430,565                           |
| 17  | Conseco Hlth Ins Co                  | 0.72%                        | \$2,931,988                           |
| 18  | State Farm Mut Auto Ins Co           | 0.71%                        | \$2,863,415                           |
| 19  | Massachusetts Mut Life Ins Co        | 0.67%                        | \$2,727,385                           |
| 20  | Provident Life & Accident Ins Co     | 0.59%                        | \$2,398,738                           |
| <b>TOTAL FOR TOP 20 RANKED INSURERS</b>             |                                      | <b>87.26%</b>                | <b>\$353,582,596</b>                  |
| <b>TOTAL FOR ALL 251 INSURERS WRITING THIS LINE</b> |                                      | <b>100.00%</b>               | <b>\$405,202,608</b>                  |